Jeremiah W. (Jay) Nixon
Governor

Kelvin Simmons
Commissioner

State of Missouri
OFFICE OF ADMINISTRATION
Division of Purchasing and Materials Management
301 West High Street, Room 630
Post Office Box 809
Jefferson City, Missouri 65102-0809
(573) 751-2387 Fax: (573) 526-9817
TTD: (800) 735-2966 Voice: (800) 735-2466
www.oa.mo.gov/purch

James Miluski
Director

June 23, 2009

Mike Hajek
National Joint Powers Alliance
Director of Business Development and Marketing
200 First Street NE
Staples, MN 56479

Dear Sir:

I am in receipt of your recent correspondence regarding the National Joint Powers Alliance (NJPA). After reviewing your letter and the accompanying documentation, it is my opinion that the NJPA is a legal governmental entity and a valid governmental cooperative purchasing program.

I can specifically state that under RSMo 34.046, the Division of Purchasing and Materials Management could participate in the utilization of NJPA contracts if it was determined to be in the best interests of the State of Missouri.

I'm unaware of any prohibition that would not allow local governments in Missouri from considering utilization of NJPA contracts provided their local ordinances allowed such utilization.

Sincerely,

James Miluski, CPPO
Director

FORM D Formal Offering of Proposal (To be completed Only by Proposer)

GROUNDS MAINTENANCE WITH RELATED EQUIPMENT, ACCESSORIES AND SUPPLIES,

In compliance with the Request for proposal (RFP) for "GROUNDS MAINTENANCE WITH RELATED EQUIPMENT, ACCESSORIES AND SUPPLIES", the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby propose, fully commit and agree to furnish the defined equipment/products and related services in full compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they accept the full responsibility as the sole source of responsibility of the proposed response herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this proposal is the sole responsibility of the Proposer.

Company Name: Jacobsen, a Division of Textron Inc. Date: July 27, 2013

Company Address: 11108 Quality Drive

City: Charlotte State: North Carolina
Zip: 28273

Contact Person: Art Petrone Title: Municipal Channel Manager

Authorized Signature (ink only): C. Vernon

(Name printed or typed): Chris Vernon

Form E

Contract Acceptance and Award

(To be completed only by NJPA)

NJPA 070313 GROUNDS MAINTENANCE WITH RELATED EQUIPMENT, ACCESSORIES AND SUPPLIES

Jacobsen, a Division of Textron
Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective date of the Contract will be August 20, 2013 and continue for four years thereafter AND which is subject to annual renewal at the option of both parties. This contract has the consideration of an optional fifth year renewal option at the discretion NJPA.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature: _____ Chad Coauette
NJPA Executive Director (Name printed or typed)

Awarded this 20th day of August 2013 **NJPA Contract Number # 070313** -JCS

NJPA Authorized signature: _____ Scott Veronen
NJPA Board Member (Name printed or typed)

Executed this 20th day of August 2013 **NJPA Contract Number # 070313** -JCS

Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name Jacobsen, a Division of Textron

Vendor Authorized signature: _____ Chris Vernon
(Name printed or typed)

Title: VP Marketing

Executed this 27th day of June 2013 **NJPA Contract Number # 070313** -JCS

ANNUAL RENEWAL OF AGREEMENT

Made by and Between

Jacobsen, a Division of Textron, Inc. (Vendor)
11108 Quality Drive
Charlotte, NC 28273

and

National Joint Powers Alliance® (NJPA)
202 12th Street NE
Staples, MN 56479
Phone: (218) 894-1930

Whereas:

"Vendor" and "NJPA" have entered into an "Acceptance and Award #070313-JCS" for the procurement of Grounds Maintenance with Related Equipment, Accessories and Supplies, and having a maturity date of August 20, 2017, and which are subject to annual renewals at the option of both parties.

Now therefore:

"Vendor" and "NJPA" hereby desire and agree to extend and renew the above defined contract for the period of August 20, 2014 to August 20, 2015.

National Joint Powers Alliance® (NJPA)

By: _____, Its: Executive Director/CEO

Name printed or typed: Chad Coauette

Date 8/5/14

Jacobsen, a Division of Textron, Inc.

By: Rick Stone, Its: VP Sales & Marketing

Name printed or typed: Rick Stone

Date 7-31-14

If you do not desire to extend contract, please sign below and return this agreement.
Discontinue: We desire to discontinue the contract.

Signature: _____ Date: _____

ANNUAL RENEWAL OF AGREEMENT

Made by and Between

Jacobsen, a Division of Textron, Inc. (Vendor)
11108 Quality Drive
Charlotte, NC 28273

and

National Joint Powers Alliance® (NJPA)
202 12th Street NE
Staples, MN 56479
Phone: (218) 894-1930

Whereas:

"Vendor" and "NJPA" have entered into an "Acceptance and Award #070313-JCS" for the procurement of Grounds Maintenance with Related Equipment, Accessories and Supplies, and having a maturity date of August 20, 2017, and which are subject to annual renewals at the option of both parties.

Now therefore:

"Vendor" and "NJPA" hereby desire and agree to extend and renew the above defined contract for the period of August 20, 2015 to August 20, 2016.

National Joint Powers Alliance® (NJPA)

By: _____, Its: Executive Director/CEO

Name printed or typed: Chad Coauette

Date 6/4/15

Jacobsen, a Division of Textron, Inc.

By: _____, Its: VP, Sales & Marketing

Name printed or typed: Ric Stone

Date 6-2-15

If you do not desire to extend contract, please sign below and return this agreement.
Discontinue: We desire to discontinue the contract.

Signature: _____ Date: _____

COMMENT AND REVIEW
To the
REQUEST FOR PROPOSAL (RFP) #070313
Entitled
GROUNDS MAINTENANCE WITH RELATED EQUIPMENT, ACCESSORIES AND SUPPLIES

The following advertisement was placed in the Minneapolis, MN Star Tribune on May 15, 2013 and May 22, 2013 and Oregon's Daily Journal of Commerce on May 15, 2013 and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website noticetobidders.com and PublicPurchase.com:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential Member agencies to include all Government, Higher Education, K12 Education, Non-Profit, and all other Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of GROUNDS MAINTENANCE WITH RELATED EQUIPMENT, ACCESSORIES AND SUPPLIES. Details of this RFP are available beginning May 15, 2013 and continuing until June 18, 2013. Details may be obtained by letter of request to Maureen Knight, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until July 2, 2013 at 4:30 p.m. Central Time at the above address and opened July 3, 2013 at 8:00 A.M. Central Time.

RFPs were requested from and distributed to:

Alamo Group (TX) Inc.
Deere and Company
Petersen Industries, Inc.
Vermeer Corporation
Asphalt Aces & Grounds Maintenance
Clintar Landscape Management
Diamond Mowers
JCB, Inc.
Kimball Midwest
Land Pride a div. of Great Plains Mfg. Inc.
Mike Chabra
Morbark Inc.
Novelty Machine & Supply Co.
RDO Equipment
Rocks to Roses Landscaping
Scarab Compost Turners
The Grasshopper Company
Trius, Inc.
Venture Products, Inc.
Cargill, Inc.
Kubota Tractor Corp.
Polaris Industries, Inc.
Ariens
C & B Operations LLC dba Fred Haar Co.
DBi Services
Jacobsen
JLG Industries, Inc.
Kubota Canada
Lesco Distributing
Mobile Hydraulic Equipment Co. LLC
Morris Equipment, LLC
PermaSeal Tire Sealant
Ring-O-Matic
RPM Tech Group
Tenco Inc.
Tiger Corporation
Upper Valley Landscape Inc.

Late Requests were received from:

Wurth USA, Inc.

Prime Vendor, Inc.

Bids were opened on July 3, 2013 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Bids were received from the following:

Alamo Group (TX) Inc dba Alamo Industrial
Deere & Company
Diamond Mowers, Inc.
JCB, Inc.
Jacobsen, Inc. A Division of Textron
Kubota Tractor Corp.
Land Pride, A Division of Great Plains Mfg., Inc.
Morbark, Inc.
Moridge Mfg., Inc. dba The Grasshopper Company
Petersen Industries, Inc.
Ring-O-Matic
RPM Tech, Inc
Tenco Industries, Inc.
Tiger Corporation
Venture Products, Inc.
Vermeer

Bids were reviewed by the Proposal Evaluation Committee consisting of:

Ginger Line, CPPB, NJPA Contract Specialist
Gregg Meierhofer, CPPO, NJPA Bids and Contracts Officer
Tracy Plinske, NJPA Contract Specialist
Keith Hanson, NJPA Accounting Manager, CPA
Maureen Knight, NJPA Contracts and Compliance Manager

The findings of the Proposal Evaluation Committee are summarized as follows:

The proposal evaluation team determined that JCB, Inc. and Ring-O-Matic were out of this bid category scope. The evaluation team used the established NJPA RFP evaluation criteria and found all the other responses met the expectations of Level One Responsiveness and Level Two Responsiveness.

Deere & Company, Vermeer and Kubota are very financially solid, have exceptional industry success and experience, and provided very strong overall responses.

Deere offers a broad of high quality grounds maintenance equipment including lawn and garden tractors, professional mowing equipment, zero turn radius mowers, commercial walk behind and front mowers and wide area mowers, utility vehicles, compact utility tractors and attachments, material handling attachments, rotary cutters, golf and turf equipment and frontier equipment at very competitive prices.

Vermeer offers a wide variety of quality products including brush chippers, stump cutters, recycling and forestry equipment including various grinders, screening equipment and compost turners, utility tractor including a variety of trenchers, plows, rock wheels, mini skid steers and attachments, drills, vacuums, piercing tools and other specialty equipment at very competitive prices.

Kubota responded with a large line of quality lawn care equipment including zero turn and front mount and tractor mount mowers, rotary brooms, debris blowers, vegetation maintenance equipment such as sprayers and vehicles to mount these products onto at competitive prices.

Both Deere & Kubota have exceptionally strong dealer forces and ability to service and sell nationally. Vermeer also has a large sales force with a strong ability to service & sell nationally. Deere and Vermeer also provided exceptional marketing plans.

Alamo Industrial and Diamond Mowers submitted strong overall responses and both offered a large sales and service force. Alamo offered a wide variety of products including rotary and flail mowers, tree and brush cutters, ditchers, sickle bars and remote operator controlled system for maintenance at very competitive prices. They also proposed a very good marketing plan and showed a strong ability to service and sell nationally as well as industry experience. Diamond offered a variety of products including boom mowers, rotary mowers, attachments, rail razor, flail mowers, ecoblade system, flexwing mowers, skid-steer and excavator mowers and available options and mounting at competitive pricing. Diamond also exhibited solid industry experience.

Jacobsen, Inc. offered a solid response with highly competitive pricing. Their gas, diesel, electric and hybrid line of course and turf maintenance, zero turn mowers and attachments stand to serve the golf course niche especially well.

Landpride submitted a very strong response with a unique, broad spectrum of attachments for tractor and skid steer related to Ground Maintenance for light duty at very competitive prices. They manufacture over 260 implements and attachments including tractor and skid steer mounted implements including rotary tillers, grooming mowers, overseeders, rotary cutters, rear blades, landscape rakes, snow blowers, zero turn movers and more. They have a strong ability to service and sell nationally as well as industry experience and relationships.

Petersen Industries, Inc. submitted a quality response and offering including products for debris and tree cleanup, products that remove large objects in reconstructions or remodels, loaders, grapples and hoists for loaders, and a knuckle boom loader. They have strong industry experience and success and a good marketing plan.

For these reasons the NJPA Proposal Review Committee recommends award of NJPA #070313 to

Land Pride, a division of Great Plains Manufacturing, Inc.	070313-LPI
Alamo Group (TX) Inc. dba Alamo Industrial	070313-AGI
Diamond Mowers	070313-DMM
Jacobsen, a Division of Textron Inc.	070313-JCS
Petersen Industries, Inc.	070313-PII
Vermeer Corporation	070313-VRM
Deere & Company	070313-DAC
Kubota Tractor Corporation	070313-KBA

Ginger Line, CPPB, Contracts Specialist

8/13/13
Date

Gregg Meierhofer, CPPO, Bids and Contracts Officer — Date: 8-13-13

Tracy Plinske, Contracts Specialist — Date: 8-13-13

Keith Hanson, CPA, Accounting Manager — Date: 8-13-13

Maureen Knight, JD and BBA, Contracts and Compliance Manager — Date: 8-13-13

GROUNDS MAINTENANCE WITH RELATED EQUIPMENT, ACCESSORIES AND SUPPLIES

	Possible Points	Alamo Group (TX)	Deere & Company	Diamond Mowers	JCB, Inc.	Jacobsen, Inc	Kubota Tractor Corp	Landpride	Morbark Inc	Moridge Mfg. Inc	Petersen Industries	Ring-O-Matic	RPM Tech, Inc.	Tenco Industries	Tiger Corp	Venture Products	Vermeer
Conformance to terms and conditions to include documentation	50	45	44	44	0	45	44	44	42	41	45	0	42	33	44	44	46
Pricing	400	325	324	321	0	344	321	329	279	294	313	0	319	291	300	278	331
Financial, Industry and Marketplace Successes	75	62	69	62	0	61	68	44	39	44	62	0	56	44	63	42	68
Bidder's Ability to Sell and Service Contract Nationally	100	86	94	85	0	79	93	90	73	80	76	0	73	78	81	85	88
Bidder's Marketing Plan	50	43	45	41	0	39	39	41	39	40	41	0	39	34	39	41	45
Value Added Attributes	75	58	63	57	0	60	61	59	58	60	61	0	58	55	57	56	61
Warranty Coverages and Information	50	43	31	42	0	43	43	43	42	44	44	0	42	41	43	42	42
Selection and Variety of Products and Services Offered	200	173	181	166	0	160	178	178	159	148	149	0	65	78	161	138	173
Total Points	1,000	834	852	819	0	829	846	826	729	749	791	0	693	653	788	724	853

8/13/2013
Ginger Line, CPPB, NJPA

8/13/2013
Tracy Plinske, NJPA

8/13/2013
Keith Hanson, CPA, NJPA

8/13/2013
Maureen Knight, JD, NJPA

8/13/2013
Misty Myers, JD-Attorney, NJPA

8/13/2013
Gregg Meierhofer, CPPO, NJPA